

Message Text

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PAGE 01 CAIRO 14971 132143Z
ACTION NEA-11

INFO OCT-01 EB-08 ISO-00 /020 W
-----044660 141056Z /10
R 132138Z JUN 78
FM AMEMBASSY CAIRO
TO USDOC WASHDC
INFO SECSTATE WASHDC 0290

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E.O. 11652: N/A
TAGS: ETRD, EG
SUBJ: ALUMINUM SALES

BEGIN UNCLASSIFIED.

1. SALES DIRECTOR OF GOVERNMENT-OWNED EGYPTIAN ALUMINUM CO. (EAC) HAS ASKED EMBASSY TO ASSIST IN PROVIDING INFORMATION ON POSSIBLE CONTACTS IN U.S. FOR SALE OF COMPANY'S ALUMINUM PRODUCTS. EAC PRODUCES APPROX. 100,000 METRIC TONS PER YEAR OF INGOTS AND OTHER SHAPES AT ALUMINUM SMELTER IT OPERATES AT NAG AL-HAMMADI IN UPPER EGYPT. EMBASSY HAS GIVEN EAC REP LISTS OF ALUMINUM EXTRUSION FIRMS TAKEN FROM THOMAS REGISTER, BUT HE WOULD LIKE, IF POSSIBLE, TO HAVE MORE EXPLICIT INFORMATION ABOUT POSSIBLE PURCHASERS.

2. IN CONVERSATION WITH OFFICIAL, EMBOFFS EMPHASIZED THAT U.S. COMMERCIAL PROGRAMS ARE GEARED TO PROMOTING U.S. EXPORTS ABROAD, NOT FOREIGN SALES WITHIN U.S. THEY SUGGESTED THAT APPROPRIATE POINTS OF CONTACT ON MATTER OF THIS KIND ARE EGYPTIAN EMBASSY, CONSULATES, AND ECONOMIC MISSION. INTERNATIONAL MARKETING OF PRIMARY METALS, MOREOVER, IS COMPLEX.

3. EAC OFFICIAL NEVERTHELESS PERSISTED IN REQUEST FOR LIMITED OFFICIAL USE

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PAGE 02 CAIRO 14971 132143Z

EMBASSY ASSISTANCE. WE WOULD LIKE TO BE FORTHCOMING, TO EXTENT APPROPRIATE. EAC OFFICIAL CLAIMS THAT THERE SHOULD BE NO UNFAVORABLE IMPACT ON U.S. TRADE BALANCE, SINCE HE UNDERSTANDS EAC ALUMINUM ALREADY BEING SOLD IN U.S., BUT THROUGH BROKERS, AND HE WANTS ONLY TO REMOVE MIDDLEMEN.

4. ACTION REQUESTED: WOULD APPRECIATE USDOC PROVIDING ANY INFORMATION, LEADS, OR SUGGESTIONS THAT WE COULD APPROPRIATELY PASS ON TO EAC OFFICIAL. END UNCLASSIFIED.

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5. NAG AL-HAMMADI PLANT IS WELL KNOWN SOVIET PROJECT IN EGYPT. EGYPTIANS, HOWEVER, HAVE NEVER LIVED UP TO THEIR AGREEMENT TO PROVIDE THIRTY PER CENT OF THEIR PRODUCTION TO SOVIET UNION, SEEKING INSTEAD HARD CURRENCY MARKETS. NEARLY HALF OF CURRENT PRODUCTION GOES TO JAPAN WHILE TWENTY-FIVE PER CENT IS CONSUMED LOCALLY. AMOUNT EAC SEEKING MARKET FOR THEREFORE IS RELATIVELY SMALL AND IS MORE SYMBOLIC IN TERMS OF HARD CURRENCY MARKET THAN IN TERMS OF ACTUAL AMOUNT TO BE SOLD. EGYPTIANS UNDOUBTEDLY ALSO DELIGHT IN PROSPECT OF SELLING ALUMINUM FROM SOVIET PLANT TO U.S. EVEN WHILE SOVIET TECHNICIANS ARE STILL AT NAG HAMMADI HELPING CONSTRUCT NEW ADDITION TO PLANT. END LIMITED OFFICIAL USE. EILTS

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